# DEPARTMENT OF ADMINISTRATION PROCUREMENT DIVISION RECOMMENDATION OF AWARD

TO: Rob Wynkoop, Deputy Commissioner

FROM: Teresa Deaton-Reese, CPPO

Req. # ASA-0-4

DATE: 05/27/2009

AGENCY: Department of Administration/INDOT/Local Units of Government

**DESCRIPTION: QPA for Road Salt 09/10** 

TOTAL NUMBER OF SOLICITED VENDORS: 282
TOTAL NUMBER OF INDIANA FIRMS SOLICITED: 108

TOTAL NUMBER OF MINORITY & WOMAN VENDORS SOLICITED: MBE 4 WBE 4

SECRETARY OF STATE: Yes

	QUOTE/BIDS WERE RECE	IVED FROM	THE FOLLOWING	VENDORS:		
		INDIANA	PREFERENCE	BUY		OF NO
<u>VENDOR</u>	<u>AMOUNT</u>	<u>FIRM</u>	<u>CLAIMED</u>	<u>AMERICAN</u>	A <u>MOUNT</u>	BIDS
1. Cargill Salt	\$18,641,195.55	<u></u>	N	Y	\$18,641,195.55	3 of 18
2. Morton Salt	\$20,862,689.18	N	N	Υ	\$20,862,689.18	7 of 18
<ol><li>North American</li></ol>	\$27,626,460.59	N	N	Y- Seymour	\$27,626,460.59	3 of 18
				& Vincennes		
4 Central Salt	No Bid					

Last year the volatility in road salt prices and numerous requests from local governmental entities across the State, the Indiana Department of Administration (IDOA), in conjunction with the Indiana Department of Transportation (INDOT), issued a state-wide road salt solicitation to include all local governmental entities who wanted to participate in this solicitation. Requirements, along with prices local units of government paid last year were collected for our cooperative purchasing endeavor. Our desire was to leverage statewide salt spend across Indiana to ensure a fair and reasonable price per ton for every public entity that participates. The results based on the average price paid per ton last year for local units of governments compared to the average price a local unit of government will be paying this year provides an estimated savings of \$7,982,533.49.

The Department of Administration State of Indiana's Road Salt bid this year included any Local Governmental Entity, City, Town, County, or School who wanted to participate in our solicitation. Bids were received in every district for all entities that requested to participate. (See attached detailed spreadsheets) All prices above include the Indiana Department of Transportation (INDOT) and all Governmental Entities quantities and spend. Two types of Road Salt were requested, treated and untreated. The Indiana Department of Transportation uses untreated while all other entities could select which type of salt they required.

The Department of Transportation's requirement of commitment is typically 80/150. This year the quantities were broke down for evaluation and award purposes. A price was requested for 80/120 and 120/150 with the exception of District 20 – Fort Wayne, and District 20, LaPorte. The commitment requirement for these two districts remained at 80/150. See below for breakdown of potential spend should the State have to use up to the 150%. All Local Governmental Entities required commitment was 80/120.

All four (4) vendors listed above responded with their sealed bids by May 20, 2009 at 3:00 PM, the bid solicitation opening /closing date. Central Salt submitted a No Bid.

No preferences were claimed with the exception of the US Manufactured Preference. Cargill and Morton both claimed this preference in all districts. North American did not bid the US Manufactured Preference in the District 10 - Crawfordsville, District 20 - Fort Wayne, District 30 - Greenfield, District 40 - LaPorte District, however this did not affected the award due to the fact the North American is not the low recommended vendor in any of the above mentioned districts. Cargill is considered an Indiana Company but did not claim any preferences.

Second round pricing was requested but no vendor elected to lower their cost.

Cargill and North American Salt bid on the treated salt for the Local Unit s of Government, Cargill is low in every district and is recommended for the award of all treated salt in every district. North American bid on treated salt for District 10, 20, and 40 but was not the low vendor in any of the districts. Cargill placed an exception to our specifications that called for the moisture content not to exceed 2%. There specifications for Treated Sodium Chloride called ClearLane, moisture content at times may be higher than 2% and as high as 3%. The chief reason for a low sulfate content in liquid magnesium chloride deicer is to prevent the formation of settleable solids. However, the formulation of ClearLane enhance deicer liquid prevents settleable solids from forming, and the PNS standard tests confirm that no settleable solids were detected. North American Salts treated salt called Thawrox MG Clear Treated Salt, moisture content is typically 2.3% with a range of 1.5 to 4%. Therefore, my recommendation is to Cargill.

The award was based on the total loaded price (delivered and loaded) overall low per district per the evaluation criteria outlined in the bid for the INDOT Districts for Untreated Salt. It was the overall goal of the State to receive a set price per district for the Indiana Department of Administration and the Local Governmental Entities for untreated salt. However, upon evaluation it was determined that it is in the State's best interest to split the award in District 10 – Crawfordsville for a savings of \$75,874.48, District 20 – Fort Wayne, \$59,936.00, and District 50 Seymour, \$29,697.75 for a total savings to the Local Units of Governments of \$165,508.23. Solar Salt was requested, however no bids were received. See attached spreadsheet for details of this recommendation.

The award recommendation is as follows:

#### **DISTRICT 10 - CRAWFORDSVILLE**

#### **Cargill Deicing**

Treated and Untreated for Local Units of Governments Treated - \$493,185.00 Untreated - \$413,589.00

Total - \$906,774.00

Untreated Salt - Indiana Department of Transportation

#### **Morton Salt**

80/120 - \$3,005,736.00 120/150 - \$761,634.00 (Potential Spend) Total - \$3,767,370.00

Total District 10 - \$4,674,144.00 Savings to split Untreated - \$75,874.48

### **DISTRICT 20 – FORT WAYNE**

#### Cargill Deicing

Treated and Untreated for Local Units of Government Treated - \$59,936.00 Untreated - \$1,409,981.55

Total - \$1,469,981.55

#### **Morton Salt**

80/150 - 3,043,800.00

Total District 20 – 4,513,781.55 Savings to split Untreated - \$59,936.00

#### **DISTRICT 30 – GREENFIELD**

#### **Cargill Deicing**

Treated and Untreated for Local Units of Government

Treated - \$4,115,715.75 Untreated - \$360,351.50

## Untreated for INDOT

80/120 - \$2,574,000.00 120/150 - \$683,100.00 (Potential Spend) Total District 30 - \$7,733,167.25

## **DISTRICT 40 – LAPORTE**

## Cargill Deicing

Treated for Local Units of Government

\$757,275.75

Untreated for Local Units of Government & INDOT

## **Morton**

80/150 - \$2,763,900.00 - INDOT 80/120 - \$4,070,181.50 - Locals

Total for District 40 - \$7,591,357.25

#### **DISTRICT 50 - SEYMOUR**

#### **Cargill Deicing**

Treated for Local Units of Government

\$844,421.40

#### **Morton**

Untreated for INDOT

80/120 - \$1,672,440.00 —INDOT 120/150 - \$424,710.00 — INDOT Dedicated Pile — \$15,000

Total for INDOT - \$2,112,150.00

#### North American Salt

Untreated for Local Units of Government

80/120 - \$2,097,150.00

Total for District 50 - \$4,209,300.00

#### **DISTRICT 60 - VINCENNES**

#### Cargill Deicing

Treated for Local Units of Government

\$38,565.00

#### North American Salt

Untreated for Local Units of Government and INDOT

80/120 – \$1,143,000.00 - INDOT 120/150 - \$312,750.00 - INDOT Dedicated Pile - \$5,000.00 - INDOT 80/120 - \$590,700.00 - Locals

Total for District 60 - \$2,090,015.00

I recommend the award to Cargill Deicing for Untreated and Treated Salt for the Local Units of Government in Districts 10 and 20, the award for Untreated and Treated for INDOT and the Local Units of Government in District 30, the award for Treated Salt for the Local Units of Government in Districts 40, 50, and 60 for a total award of \$11,750,184.95.

I recommend the award to Morton Salt for Untreated Salt for INDOT 10, 20, 40 and 50 for District 40 for a total award of \$15,757,401.50.

I recommend the award to North American Salt for Untreated Salt for the Local Units of Government for District 50 and INDOT in District 60 for a total award of \$4,148,600.00.

Total Award for 09/10 Road Salt - \$31,656,186.45 (This includes potential spend up to 150%)

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Procuring Agent/Procurement Division/Date	Approval/Date	

INDOT						Г
Disting 15		North American	Morton	Ĭ	Cargill	Π
District 10, Untreated 100% (80/120)	40800	\$ 70.60	\$ 0	70.52 No Bid	No Bid	
Loading Price Per Ton		3.50	\$ 00	3.15		
Total Loaded Price		\$ 74.10	\$ 0	73.67		
District 10, Untreated 120/150	10200	\$ 77.66	\$ 90	71.52		
Loading Price Per Ton		\$ 3.50	\$ 00	3.15		
Total Loaded Price		\$ 81.16	\$ 9	74.67		
Total Delivered Price		\$ 2.880.480.00	65	2877 216 00		T
Total Loading Price Per Ton			\$	128,520,00		
Total 80/120 Total Load Price		\$ 3,023,280.00	69	3,005,736,00		
Total Delivered Price		\$ 792.132.00	69	729.504.00		
Total Loading Price Per Ton			ક્ક	32,130.00		Γ
Total 120/150 Total Loaded Price		8	\$	761,634.00		
Total INDOT 80/120 - 120/150		\$ 3,851,112.00	\$	3,767,370,00		
District Complete Com						
District 20 Untreated 80/150	45,000	\$ 65.50	\$ 0.	64.49	9	64.43
Loading Price Per Ton		3.50	\$ 0.	3.15	\$	3.50
Total Loaded Price		00'69 \$	\$ 0	67.64	\$	67.93
						П
Delivered		\$ 2,947,500.00	\$	2,902,050.00	\$ 2,899,350.00	00.
Loading Price Per Ton		\$ 157,500.00	\$	141,750.00	\$ 157,500.00	00.
Total 80/150 Total Load Price		\$ 3,105,000.00	\$	3,043,800.00	\$ 3,056,850.00	8
Total for 80/150		\$ 3,105,000.00	8	3.043.800.00	\$ 3.056.850.00	8
District 30 - Untreated - 80/120	39600	69	71.89 No Bid		9	61.50
Loading Price Per Ton		\$ 3.50	0.			3.50
Total Loaded Price Per Ton		\$ 75.39	6:			65.00
District 30 - Untreated - 120/150	\$ 0066	\$ 79.08	82		9	65.50
Loading Price Per Ton		\$ 3.50	0.			3.50
Total Load Price Per Ton		\$ 82.58	8			69.00
Dobraca				F		
ביואפופת		¢ 2,040,044.UU			\$ 2,435,400.00	3

S	Loading Price Per Ton		138 600 00	_		€.	138 600 00
\$ 772,892.00     \$ 34650.00     \$ 3,802,986.00     \$ 3,802,986.00     \$ 3,802,986.00     \$ 3,502,986.00     \$ 3,502,986.00     \$ 3,071,250.00     \$ 3,071,270.00     \$ 3,071,270.00     \$ 3,071,270.00     \$ 3,071,270.00	Total 80/120 Total Load Price						2,574,000.00
\$ 782,892.00							
\$ 34,650.00     \$ 817,542.00     \$ 3,802,986.00     \$ 3,802,986.00     \$ 3,802,986.00     \$ 3,602,986.00     \$ 4,602,986.00	Delivered					\$	648,450.00
Trice   \$ 817,542.00	Loading Price Per Ton			)		\$	34,650.00
Delivered 45000 \$ 3,802,986.00   \$ 3,602,986.00   \$ 3,50 \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	Total 120/150 Total Loaded Price					\$	683,100.00
Delivered 45000 \$ 64.75 \$ 5 68.25 \$ 5 68.25 \$ 5 68.25 \$ 5 68.25 \$ 5 68.25 \$ 5 68.25 \$ 5 68.25 \$ 5 68.25 \$ 5 69.27 \$ 5 69.20 \$	Total INDOT 80/420 420/460					£	00000
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S   64.75   S   S   S   S   S   S   S   S   S	Datification and American and American and American						
\$ 3.50 \$  \$ 2,913,750,00 \$ 2,622,1  \$ 157,500.00 \$ 141,7  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 2,763,9  \$ 3,071,250.00 \$ 1,589,2  \$ 1,584,000.00 \$ 1,589,2  \$ 1,584,000.00 \$ 1,589,2  \$ 1,676,400.00 \$ 403,9  \$ 3,071,200,00 \$ 1,672,4  \$ 3,071,200.00 \$ 2,072,4  \$ 3,071,200.00	District 40 - Untreated 80/150 Delivered	45000			58.27	No Bid	
\$ 2,913,750.00 \$ 2,622,1 \$ 157,500.00 \$ 141,7 \$ 3,071,250.00 \$ 2,763,9 \$ 3,071,250.00 \$ 2,763,9 \$ 3,071,250.00 \$ 2,763,9 \$ 3,50 \$ 2,763,9 \$ 4,584,000.00 \$ 1,589,2 \$ 1,572,400.00 \$ 3,700.00 \$ 3,700.00 \$ 2,707,24 \$ 1,676,400.00 \$ 2,707,24	Loading Price Per Ton			-	3.15		
\$ 2,913,750.00 \$ 2,622,1 \$ 157,500.00 \$ 141,7 \$ 3,071,250.00 \$ 2,763,9 \$ 60.00 \$ 60.00 \$ 1,589,2 \$ 1,576,400.00 \$ 1,672,4 \$ 435,600.00 \$ 403,9	Total Loaded Price				61.42		
\$ 2,913,750,00 \$ 2,622,1 \$ 157,500.00 \$ 141,7 \$ 3,071,250.00 \$ 2,763,9 \$ 3,071,250.00 \$ 2,763,9 \$ 3,071,250.00 \$ 2,763,9 \$ 3,50 \$ 5 \$ 63.50 \$ 5 \$ 69.50 \$ 1,589,2 \$ 1,584,000.00 \$ 1,589,2 \$ 1,576,400.00 \$ 1,572,4 \$ 1,676,400.00 \$ 1,672,4							
\$ 157,500.00 \$ 141,7   \$ 3,071,250.00 \$ 2,763,9   \$ 3,071,250.00 \$ 2,763,9   \$ 3,071,250.00 \$ 2,763,9   \$ 3.50 \$ \$   \$ 66.00 \$ 66.00 \$   \$ 66.00 \$ 66.00 \$   \$ 66.00 \$ 66.00 \$   \$ 1,584,000.00 \$ 1,589,2   \$ 1,584,000.00 \$ 1,589,2   \$ 1,576,400.00 \$ 1,672,4   \$ 1,676,400.00 \$ 1,672,4	Total Delivered Price	0,			2,622,150.00		
\$ 3,071,250.00 \$ 2,763,9  26,400 \$ 60.00 \$  \$ 3.50 \$  \$ 63.50 \$  \$ 63.50 \$  \$ 63.50 \$  \$ 60.00 \$  \$ 60.00 \$  \$ 60.00 \$  \$ 7,584,000.00 \$  \$ 1,589,2  \$ 435,600.00 \$  \$ 403,900.00 \$  \$ 403,900.00 \$  \$ 403,900.00 \$  \$ 403,900.00 \$  \$ 403,900.00 \$  \$ 403,900.00 \$  \$ 6	Total Loading Price Per Ton	9		_	141,750.00		
26,400 \$ 3,071,250.00 \$ 2,763;9  26,400 \$ 66.00 \$  \$ 63.50 \$  \$ 63.50 \$  \$ 69.50 \$  CK UP) 5000 \$ 1,589,2  \$ 1,584,000.00 \$ 83,1  \$ 435,600.00 \$ 1,672,4  \$ 1,676,400.00 \$ 1,672,4	Total 80/150 Total Load Price	0,			2,763,900.00		
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CK UP) 5000 \$ 60.00 \$ 65.50 \$ 65.00 \$ 65.50 \$		1					
26,400 \$ 60.00 \$   3.50 \$	Districted to the second secon						
\$ 3.50 \$   \$   \$   \$   \$   \$   \$   \$   \$   \$	Untreated - 80/120	26,400			60.20	s.	61.68
\$ 63.50 \$   \$   \$   \$   \$   \$   \$   \$   \$   \$	Loading Price Per Ton				3.15	\$	3.50
6600 \$ 66.00 \$  3.50 \$  3.50 \$  CK UP) 5000 \$ 1,584,000.00 \$  \$ 92,400.00 \$  \$ 435,600.00 \$  \$ 3,400.00 \$  \$ 5,400.00 \$  \$ 6,50 \$  \$ 1,584,000.00 \$  \$ 1,584,000.00 \$  \$ 1,676,400.00 \$  \$ 1,676	Total Loaded Price				63.35	\$	65.18
6600 \$ 66.00 \$  \$ 3.50 \$  \$ 5.50 \$  CK UP)  5000 \$ 1.584,000.00 \$  \$ 92,400.00 \$  \$ 435,600.00 \$  \$ 435,600.00 \$							
\$ 3.50 \$   \$   \$   \$   \$   \$   \$   \$   \$   \$	Untreated - 120/150	0099			61.20	\$	65.68
\$ 69.50   \$	Loading Price Per Ton				3.15	s	3.50
CK UP) 5000 \$ 1.00 \$  CK UP) 5000 \$ 60.00 \$  \$ 1,584,000.00 \$  \$ 92,400.00 \$  \$ 1,676,400.00 \$  \$ 435,600.00 \$	Total Loaded Price				64.35	\$	69.18
CK UP) 5000 \$ 60.00 \$  \$ 1,584,000.00 \$  \$ 92,400.00 \$  \$ 435,600.00 \$  \$ 435,600.00 \$	Dediciated Dile of 5 000 (build)	טוייטא			00%	6	07 40
\$ 1,584,000.00   \$   \$   \$   \$   \$   \$   \$   \$   \$	Dedicated Pile (INDOT TO PICK LIP)	2000		_	82.00	→ 6	00.10
\$ 1,584,000.00   \$     \$ 92,400.00   \$     \$ 1,676,400.00   \$     \$ 435,600.00   \$     \$ 435,600.00   \$		, Inna		_	00,00		000
\$ 92,400.00 \$ \$ 1,676,400.00 \$ \$ 435,600.00 \$	Total Delivered Price	3,		\$	1,589,280.00	\$	1,628,352.00
\$ 1,676,400.00 \$ \text{\$ \text{\$\$ \text{\$ \text{	Total Loading Price Per Ton	87			83,160.00	\$	92,400.00
\$ 435,600.00 \$	Total 80/120 Total Load Price			10000000	1,672,440.00	es	1,720,752.00
\$ 435,600.00 \$							
8 23 100 00 8	Total Delivered	03		_	403,920.00	es.	433,488.00
\$ 00:001.	Total Loading Price Per Ton	07	3,100.00	\$	20,790.00	ક્ક	23,100.00
Total 120/150 Total Loaded Price \$ 458,700.00   \$ 424,710,00	Total 120/150 Total Loaded Price	-		·	424,710.00		456,588.00

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Total Dedicated Pile (Build)	€	\$,000.00   \$	\$ 15,000.00 \$	340,900.00
Total Dedicated Pile (INDOT TO PICK UP)	မှာ	\$ 00.000,000	\$ 310,000.00 \$	308,400.00
Total INDOT 80/120 - 120/150	49	2,140,100.00   \$	\$ 2,112,150.00 \$	2,518,240.00
· · · · · · · · · · · · · · · · · · ·				
Distriction of the second seco				
Untreated - 80/120	18,000 \$	00:09	\$ 76.47 No Bid	Q
Loading Price per Ton	\$	3.50	\$ 3.15	
Total Loaded Price	ક	63.50	\$ 79.62	
Untreated - 120/150	4500 \$	00'99	\$ 78.47	
Loading Price per Ton	€9	3.50	\$ 3.15	
Total Loaded Price	€9	69.50	\$ 81.62	
Dediciated Pile of 5,000 (build)	\$ 0005	1.00 \$	3.00	
Dedicated Pile (INDOT TO PICK UP)	\$ 0005	00:09	\$ 65.00	
Total Delivered Price	ક	1,080,000.00	\$ 1,376,460.00	
Total Loading Price Per Ton	\$	\$ 00.000.69	\$ 56,700.00	
Total 80/120 Total Load Price	\$	1,143,000.00 \$	\$ 1,433,160.00	

Total Award based on 80/120 or 80/150, whichever was requested	ક્ર	14,202,876.00
Award Amount of 120/150 (Potential Spend)	ઝ	2,182,194.00
Complete Spend if up to 150% is needed	<del>69</del>	16,385,070,00

14,175.00 367,290.00

297,000.00 \$ 15,750.00 \$ 312,750.00 \$

Total Delivered Price
Total Loading Price Per Ton
Total 120/150 Total Loaded Price

353,115.00

15,000.00

5,000.00 300,000.00 \$ 1,460,750.00 \$

Total Dedicated Pile (INDOT TO PICK UP)

Total Dedicated Pile (Build)

Total INDOT 80/120 - 120/150

325,000.00

District 10 - Crawfordsville Vendor Name		N. SYST		Morton - Assess	. Cardille speci	ek∣Centra⊩Saitaki
III Enily Name (Alexandra) Assaults A						
Town of Plainfield	2500					
City of Lebanon	700					
City of Terre Haute	1000	1				
Town of Speedway	400	1				
Town of Clermont	50	ĺ				
Town of Boswell	30					
City of Rockport	10					
Town of Oxford	20	1				
Hendricks County	2000	1				
	•	•				
Total Tonnage/Treated/Price Per Tor	6710	\$	75.50	No Bid	\$ 73.5	0 No Bid
Total Bid Price/Treated		\$ 5	506,605.00		\$ 493,185.0	7777777

# Unirealed

Clinton County Highway	700
Town of Zionsville	800
Vigo County Highway (2 locations)	2000
Turkey Run State Park	20
Montgomery County Highway	800
Town of Avon	500
Boone County Highway	600
Purdue	400
Town of Waynetown	24
City of Crawsfordsville	800

Total Tonnage/Untreated	6644	\$	70.60	\$ 73.67	\$ 62.25 No Bid
Total Bid Price/Untreated		\$	469,066.40	\$ 489,463.48	\$ 413,589,00
****		No	US		

Total Bid Price for District 10/Locals	\$ 975,671.40	489,463.48 \$ 906,774.00 No Bid
		Low Complete

Total Award for District 10/Locals	\$906,774.00

INDOT -						
District 10, Untreated 100% (80/120)	40800	\$	70.60	\$	70.52	No Bid
Loading Price Per Ton		\$	3.50	\$	3.15	
Total Loaded Price		\$	74.10	\$	73.67	
District 10, Untreated 120/150	10200	\$	77.66	\$	71.52	
Loading Price Per Ton		\$	3.50	\$	3.15	
Total Loaded Price		\$	81.16	\$	74.67	
Total Delivered Price		\$2	,880,480.00		2,877,216.00	
Total Loading Price Per Ton		\$	142,800.00		128,520.00	
Total 80/120 Total Load Price		\$3	,023,280.00	69	3,005,736.00	
Total Delivered		\$	792,132.00	\$	729,504.00	
Total Loading Price Per Ton		\$	35,700.00		32,130.00	
Total 120/150 Total Loaded Price		\$	827,832.00	63	761,634.00	

Total INDOT 80/120 - 120/150	\$3,851,112.00	\$3,851,112.00 \$3,767,370.00				
Summary	North American	Morton	Cargill			
Total For INDOT for 80/120	\$3,023,280.00	\$3,005,736.00	No Bid			
Total For INDOT for 120/150	\$ 827,832.00	\$ 761,634.00	No Bid			
Potential Spend if 150% is needed	\$3,851,112.00	\$3,767,370.00	No Bid			
Total Untreated with Locals (100%)	\$ 469,066.40	\$ 489,463.48	\$ 413,589.00			
Total Treated Locals (100%)	\$ 975,671.40		\$ 493,185.00			
Total INDOT/Locals	\$5,295,849.80	4,256,833.48	\$ 906,774.00			

District 20 - Fort Wayne	···			1		
Vendor Name		Non	n American	Viorion Sal	cardilla sect	Certical
Physical Company of the Company of t						
Town of Winona Lake	250					oder a register och gatt oppräget annaberationer.
Town of North Manchester	125					
City of Bluffton	300					
Town of Geneva	25					
Town of Upland	60					
Town of Churubusco	40					
Total Tonnage/Treated	800	\$	80.50	No Bid	74	.92 No Bid
Total Bid Price/Treated		\$	64,400.00		\$ 59,936.	00

# Unicedoù

B	
City of Wabash Street Dept	600
County of Dekalb	1200
Steuben County Highway	500
City of Elkhart	3800
City of Goshen (2 locations)	1800
(Same as above)	
City of Angola	1000
Town of Lagrange	50
City of Gas City	75
Wells County Highway	250
County Government Highway	10400
Town of Waterloo	100
City of Columbia City	500
City of Huntington	300
Town of Ossian	100
Town of Millersburg	60
Town of Fremont	115
Town of Marion	1500
Ouabache State Park	20
Pokagon State Park	40
Town of Avilla	100
Town of Rome	75

Total Tonnage/Untreated 22585	\$ 65.50	\$ 62.44	\$ 62.43
Total Bid Price/Untreated	\$ 1,479,317.50	\$ 1,410,207.40	\$ 1,409,981.55
Total Bid Price for District 20/Locals	\$ 1,543,717.50	\$ 1,410,207.40	\$ 1,469,917.55
			Low Complete

# Total Award for District 20/Loca 1,469,917.55

INDOT - Total Loaded Price				
District 20 Untreated 80/150	45,000	\$ 65.50	\$ 64.49	\$ 64.43
Loading Price Per Ton		\$ 3.50	\$ 3.15	\$ 3.50
Total Loaded Price		\$ 69.00	\$ 67.64	\$ 67.93

Delivered	\$2,947,500.00   \$2,902,050.00   \$2,899,350.00
Loading Price Per Ton	\$ 157,500.00 \$ 141,750.00 \$ 157,500.00
Total 80/150 Total Load Price	\$3,105,000.00 \$3,043,800.00 \$3,056,850.00
Total for 80/150	\$3,105,000.00 \$3,043,800.00 \$3,056,850.00
Total For INDOT for 80/150	\$3,105,000.00 \$3,043,800.00 \$3,056,850.00
Total Untreated with Locals (100%)	\$1,479,317.50   \$1,469,917.55   \$1,409,981.55
Total Treated Locals (100%)	\$ 64,400.00   \$ 59,936.00
Total INDOT/Locals	\$4,648,717.50 \$4,513,717.55 \$4,526,767.55

Savings to Split Untreated

\$ 59,936.00

Vendor Name (1995) and the second of the sec		North American	Morton Salt	Cargille	Central Sal
City of Indianapolis	45000		(49% gjelsum Pjálatságlama mla.)	on the state of th	Ginna Impazidori
City of Beech Grove	700				
Town of Fortville	100	4			
Town of Eaton	100				
Town of Hagerstown	80				
County of Fayette	1000				
City of Anderson	3500				
Town of Fountain City	25	1			
City of Muncie	3200	1			
City of Lawrence	4000	]			
City of New Castle	150				
White River Enviroment-DPW-Indianapoli	100				
City of Shelbyville	300				
Total Tonnage/Treated	58255	No Bid	No Bid	\$ 70.65	No Bid
Total Bid Price/Treated				\$4,115,715.75	

Delaware County Highway Dept	1500
Town of Fairmount	50
Town of Yorktown	210
Hancock County Highway	1500
Jay County Highway	50
Indiana State Fair Commission	50
Town of Albany	10
City of Rushville	150
Wayne County Highway	625
City of Union City	100
City of Portland	50
Town of Lapel	15
City of Tipton	200
Henry County	800
City of Winchester	500
Indiana Solders & Sailor Childrens Home	25
Mounds State Park	1
Richmond State Hospital	25

Total Tonnage/Untreated	5861 \$	;	71.89 No	Bid \$ 6	1.50 No Bid
Total Bid Price/Untreated	\$	421,	347.29	\$ 360,45	1.50

	_			
Total Bid Price for District 30	\$	421,347.29	\$4,476,167.25	$\neg$

# Total Award for Distrcit 30 for Locals 4,476,167.25

INDOT - Total Loaded Price			-	
District 30 - Untreated - 80/120	39600	\$ 71.89	No Bid	\$ 61.50
Loading Price Per Ton		\$ 3.50		\$ 3.50
Total Loaded Price Per Ton		\$ 75.39		\$ 65.00
District 30 - Untreated - 120/150	9900	\$ 79.08		\$ 65.50
Loading Price Per Ton		\$ 3.50		\$ 3.50
Total Load Price Per Ton		\$ 82.58		\$ 69.00

Delivered	\$ 2,846,844.00	\$2,435,400.00
Loading Price Per Ton	\$ 138,600.00	\$ 138,600.00
Total 80/120 Total Load Price	\$ 2,985,444.00	\$2,574,000.00
Delivered	\$ 782,892.00	\$ 648,450.00
Loading Price Per Ton	\$ 34,650.00	\$ 34,650.00
Total 120/150 Total Loaded Price	\$ 817,542.00	\$ 683,100.00

# Total INDOT 80/120 - 120/150 \$ 3,802,986.00 \$ 3,257,100.00

Summary	North American	Morton	Cargill
Total For INDOT for 80/120	\$ 2,985,444.00	No Bid	\$2,574,000.00
Total For INDOT for 120/150	\$ 817,542.00		\$ 683,100.00
Potential Spend if 150% is needed	\$ 3,802,986.00		\$3,257,100.00
Total Untreated with Locals (100%)	\$ 421,347.29		\$ 360,451.50
Total Treated Locals (100%)	\$ -		\$4,115,715.75
Total INDOT/Locals	\$ 4,224,333.29		\$7,733,267.25

Vendor Name N. S.	Entre de la Company
City of Monticello	300
Town of Long Beach	600
Twin Lakes School	75
Town of St. John	1250
Town of Winamac	125
Town of Kouts	100
White County Highway	1500
City of Valpariso	2500
City of LaPorte	2000
City of Logansport	100
Cass County Highway	875
Jasper County Highway	900
(Same as above)	
White Water Environent - DPW -Gary	250

Total Tonnage/Treated	10575 \$	73.50	No Bid	\$ 71.61
Total Bid Price/Treated	\$	777,262.50		\$ 757,275.75

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Treated

Empresa de La Companya del companya della companya	
Town of Highland	2000
City of Hobart	3500
Schererville Public Works	225
Town of Walkerton	250
Lake County Highway (2 locations)	11000
(Same as above) .	
Street Department	2100
Town of Merrillville	2400
Town of Munster	3500
City of Crown Point	3500
Town of Griffith	2000
Town of Schereville	2200
Town of Dyer	1500
Porter County Highway (3 locations)	3000
(Same as above)	
(Same as above)	
Carroll County Highway	400
City of Plymouth	1500
City of Portage	7000
City of Whiting	500
City of Logansport	400
City of Knox	125
City of Michigan City	4400
Hammond Street Dept	5700
Town of Bremen	175
City of Valpariso	1500
St Joseph County	8000
City of Gary	4000
Town of Lowell	800
St Joseph County Highway	500
Town of New Carlisle	25
Indiana State Prison	100
Westville Correctional	150
City of South Bend	2000

Total Tonnage/Untreated	74450	64.75	\$ 54.67 No Bid
Total Bid Price/ Untreated	9	4,820,637.50	\$4,070,181.50

Total Award for District 40	\$4,827,457.25						
INDOT - District 40				Г			
1 District 40 - Untreated 80/150 Delivere	45000	\$	64.75	\$	58.27	No B	id
Loading Price Per Ton		\$	3.50	\$	3.15		
Total Loaded Price		\$	68.25	\$	61.42		
		No	US				
Total Delivered Price		\$2	2,913,750.00				
Total Loading Price Per Ton		\$	157,500.00				
Total 80/150 Total Load Price		\$3	3,071,250.00	\$2	2,763,900.00		
Total INDOT 80/150		\$3	3,071,250.00	\$2	2,763,900.00		
Summary			rth American			Carg	ill
Total For INDOT for 80/150		\$	3,071,250.00	\$2	2,763,900.00	\$	-
Total Untreated with Locals (100%)		\$4	,820,637.50	\$4	,070,181.50		
Total Treated Locals (100%)		\$	777,262.50	\$	-	\$	757,275.75
Total INDOT/Locals		\$8	3,669,150.00	L	6,834,081.50	\$	757,275.75

Distric 50 - Seymour			
Vendor Name			orth American - Morrom Salicas   Cardilland
Dearborn County (3 Locations)	ocations)	4000	
(Same as above)			
(Same as above)			
City of Seymour		200	
City of Charlestown		400	
Town of Prince's Lakes	S	20	
Town of Brooklyn		50	
Monroe County Highway	ay	2000	
Lanesville Utility		20	
Town of Bargerville		100	
Floyd County Road Dept	apt	3000	
Lawrenceburg Community School	Inity School	10	
City of Greendale		200	
City of Greensburg		150	
City of Martinsville		200	
Town of Brookville		40	
City of Bedford		400	

\$ 73.62 No Bid \$ 844,421.40

No Bid

11470 No Bid

Total Tonnage/Treated/Price Per Ton Total Bid Price/Treated

North American Morton Salt Re-Toard	200	150	400	25	300	1500	1000	160	006	200	2000	300	400	20	200	20	20	15	70	75	20	09
District 504 Seymour Continue Xandor Name	Decatur County Highway	Jefferson County	Town of New Whiteland	Town of Summitville	Jennings County Highway	Brown County	Bartholomew County Highway	Town of Hanover	Town of Clarksville	Town of Mooresville	Morgan County Highway	Jackson County	Washington County	City of Salem	City of Madison	Monore Lake	Morgan-Monroe State Forest	Brown County State Park	Madison Correctional	Madison State Hospital	Clifty Falls State Park	Town of Nashville

61.68 No Bid		
61.68	546,793.20	
8	ŀΩ	L
63.35	561,597.75	
\$ 8865 \$ 60.00	\$ 531,900.00 \$	
Total Tonnage/Untreated/Price Per Ton	Total Bid Price/Untreated	(I,

Total Bid Price for District 50

Total Awrd for District 50

INDOT District 50						
Untreated - 80/120	26,400	\$ 60.00	\$	60.20	÷	61.68
Loading Price Per Ton		\$ 3.50	\$	3.15	\$	3.50
Total Loaded Price		\$ 63.50	\$	63.35	s	65.18
Untreated - 120/150	0099	\$ 66.00	\$	61.20	\$	65.68
Loading Price Per Ton		3.50	es.	3 15	€.	3.50

Total Loaded Price		\$ 69.50	\$ 64.35	\$ 69.18
Dediciated Pile of 5,000 (build)	2000	\$ 1.00	\$ 3.00	\$ 68.18
Dedicated Pile (INDOT TO PICK UP)	2000	\$ 60.00	\$ 62.00	\$ 61.68
Total Delivered Price		\$ 1,584,000.00	\$ 1,584,000.00 \$1,589,280.00 \$1,628,352.00	\$1,628,352.00
Total Loading Price Per Ton		\$ 92,400.00	92,400.00 \$ 83,160.00	\$ 92,400.00
Total 80/120 Total Load Price		\$ 1,676,400.00	\$1,672,440.00	\$1,720,752.00
Total Delivered		\$ 435,600.00	435,600.00 \$ 403,920.00 \$ 433,488.00	\$ 433,488.00
Total Loading Price Per Ton		\$ 23,100.00	23,100.00 \$ 20,790.00 \$ 23,100.00	\$ 23,100.00
Total 120/150 Total Loaded Price		\$ 458,700.00	458,700.00 \$ 424,710.00 \$	\$ 456,588.00
Total Dedicated Pile (Build)		\$ 5,000.00	5,000.00 \$ 15,000.00	\$ 340,900.00
Total Dedicated Pile (INDOT TO PICK UP)		\$ 300,000.00	300,000.00 \$ 310,000.00 \$ 308,400.00	\$ 308,400.00
Total INDOT 80/120 - 120/150		\$ 2,140,100.00	\$ 2,140,100.00 \$2,112,150,00 \$2,518,240.00	\$2,518,240.00

Summary	North American Morton		Cargill
Total For INDOT for 80/120	1,676,400.00	\$ 1,676,400.00 \$1,672,440.00 \$1,720,752.00	\$1,720,752.00
Total For INDOT for 120/150	\$ 458,700.00	\$ 424,710.00	\$ 456,588.00
Dedicated Pile ( Build	\$ 5,000.00	\$ 15,000.00	حما
Potential Spend if 150% is needed	\$ 2,135,100.00	\$ 2,135,100.00 \$2,097,150.00 \$2,518,240.00	\$2,518,240.00
Total Untreated with Locals (100%)	\$ 531,900.00	531,900.00 \$ 561,597.75	\$ 546,793.20
Total Treated Locals (100%)			\$ 844,421,40
Total INDOT/Locals	\$ 2,667,000.00	\$ 2,667,000.00   \$2,658,747.75   \$3,909,454.60	\$3,909,454.60

Savings to Split Untreated

	Distric 60 - Vincennes Harris England Applications Vendor Name James James Applications		North/American	antara kalimatan maratara kataminin maratara kataminin maratara kataminin maratara kataminin maratara katamini		Central Salt 🔫
Sall	and the state of t					
	City of Washington	200				
	Gibson County	300	]			
	Total Tonnage/Treated/Price Per Ton	500	No Bid	No Bid	<b> \$</b> 77.13	No Rid
	Total Bid Price/Treated	300	NO DIG	140 Did	\$ 38,565.00	NO DIG

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Martin County Highway	75
Vanderburg County Highway	2500
Dubois County Highway	350
Town of Feidinand	70
City of Jasper	1000
City of Vanderburgh (2 locations)	5150
(Same as above)	
Daviess County Highway	200
Town of Bloomfield	30
Vincennes Street Department	250
Town of Evansville	60
Spring Mill State Park	10
McCormicks Creek State Park	50
Wabash Valley Correctional	100

Total Tonnage/Untreated/Price Per Ton	9845 \$ 60.00	\$ 79.62	\$ 78.12	No Bid
Toal Bid Price/Untreated	\$ 590,700.00	\$ 783,858.90	\$ 769,091.40	

Total Bid Price for District 60/Locals	\$ 590,700.00	\$ 807,656.40
	Low on Untreated	Low on Treated

# Total Award from District 60/Locals \$629,265.00

INDOT - District 60					
Untreated - 80/120	18,000	\$	60.00	\$ 76.47	No Bid
Loading Price per Ton		\$	3.50	\$ 3.15	
Total Loaded Price		\$	63.50	\$ 79.62	
Untreated - 120/150	4500	\$	66.00	\$ 78.47	
Loading Price per Ton		\$	3.50	\$ 3.15	
Total Loaded Price		\$	69.50	\$ 81.62	
Dediciated Pile of 5,000 (build)	5000	s	1.00	\$ 3.00	
Dedicated Pile (INDOT TO PICK UP)	5000	_	60.00	\$ 65.00	

Total Delivered Price	\$ 1,080,000.00   \$1,376,460.00
Total Loading Price Per Ton	\$ 63,000.00   \$ 56,700.00
Total 80/120 Total Load Price	\$ 1,143,000.00   \$1,433,160.00
Total Delivered Price	\$ 297,000.00   \$ 353,115.00
Total Loading Price Per Ton	\$ 15,750.00 \$ 14,175.00
Total 120/150 Total Loaded Price	\$ 312,750.00 \$ 367,290.00
Total Dedicated Pile (Build)	\$ 5,000.00 \$ 15,000.00
Total Dedicated Pile (INDOT TO PICK UP)	\$ 300,000.00   \$ 325,000.00
Total Bid with Dedicated Piles (Build)	\$ 1,460,750.00 \$1,815,450.00

Summary	North American	Morton	Cargill
Total For INDOT for 80/120	1,143,000.00	\$1,433,160.00	
Total For INDOT for 120/150	312,750.00	\$ 367,290.00	
Dedicated Pile ( Build	5,000.00	\$ 15,000.00	
Potential Spend if 150% is needed	1,460,750.00	\$1,815,450.00	
Total Untreated with Locals (100%)	590,700.00	\$ 783,858.90	\$ 769,091.40
Total Treated Locals (100%)			\$ 38,565.00
Total INDOT/Locals	2,051,450.00	\$2,599,308.90	\$ 807,656.40